

Message Text

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ORIGIN EB-08

INFO OCT-01 ISO-00 AF-08 ARA-10 EA-09 EUR-12 NEA-10 SIG-02
COME-00 USIA-15 /075 R

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EB/OCA/CM/SPHARRIS

AF:LWHITE

EA/EP:DBOERIGTER

ARA/ECP:KRICHARDSON

NEA/RA:DMORAN

EUR/RPE:RBRESLER

-----021240 105403 /15

R 020309Z MAR 77

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

AMEMBASSY BERN

AMEMBASSY BOGOTA

AMEMBASSY BONN

AMEMBASSY BRASILIA

AMEMBASSY BRUSSELS

AMEMBASSY BUENOS AIRES

AMEMBASSY CANBERRA

AMEMBASSY CARACAS

AMEMBASSY COPENHAGEN

AMEMBASSY THE HAGUE

AMEMBASSY HELSINKI

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AMEMBASSY LONDON

AMEMBASSY MADRID

AMEMBASSY MANILA

AMEMBASSY MEXICO

AMEMBASSY NEW DELHI

AMEMBASSY OSLO

AMEMBASSY PARIS

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AMEMBASSY PRETORIA

AMEMBASSY QUITO

AMEMBASSY ROME

AMEMBASSY SINGAPORE

AMEMBASSY SEOUL

AMEMBASSY STOCKHOLM

AMEMBASSY TAIPEI

AMEMBASSY TEHRAN
AMEMBASSY TOKYO
AMEMBASSY VIENNA
AMEMBASSY WELLINGTON
AMCONSUL BARCELONA
AMCONSUL FRANKFURT
AMCONSUL HONG KONG
AMCONSUL JOHANNESBURG
AMCONSUL MILAN
AMCONSUL OSAKA KOBE
AMCONSUL RIO DE JANEIRO
AMCONSUL SAO PAULO
AMCONSUL SYDNEY
AMCONSUL CAPE TOWN
CAP TOWN FOR EMB

UNCLAS STATE 045849

E.O. 11652: N.A.

TAGS: BEXP, XX

SUBJECT: COMMERCIAL PROGRAM: FOREIGN BUYER PROGRAM

1. A SIGNIFICANT NUMBER OF FOREIGN SERVICE POSTS PARTICIPATE ACTIVELY IN THE FOREIGN BUYER PROGRAM. THE DEPARTMENT OF COMMERCE, IN ITS FY 78 BUDGET SUBMISSION TO OMB, REQUESTED SEVEN ADDITIONAL POSITIONS AND AN INCREASE OF \$115,000 FOR THE PROGRAM. THESE INCREASES WOULD HAVE PERMITTED THE PROGRAM TO SUPPORT AN ADDITIONAL 10 TRADE SHOWS. OMB DIS-
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ALLOWED THESE INCREASES AND INSTEAD RECOMMENDED A SUBSTANTIAL REDUCTION, NOT BECAUSE PROGRAM WAS UNSUCCESSFUL BUT BECAUSE INDUSTRY SHOULD PAY MOST OF THE COSTS OF ITS CONTINUED OPERATION. COMMERCE BUDGET WHICH HAS BEEN SUBMITTED TO THE CONGRESS THUS PROVIDES FOR A SHARPLY CURTAILED FOREIGN BUYER PROGRAM ASSISTING A LIMITED NUMBER OF INDIVIDUAL FOREIGN BUYER VISITORS. COMMERCE IS EXPLORING THE POSSIBILITY OF CHARGING A FEE TO TRADE SHOW PARTICIPANTS OR SPONSORS BENEFITING FROM THIS SERVICE.

2. ACTION REQUESTED: PENDING THE OUTCOME OF CONGRESSIONAL ACTION ON THE COMMERCE BUDGET, POSTS DEVOTING SIGNIFICANT RESOURCES TO THE FOREIGN BUYER PROGRAM SHOULD, ON A CONTINGENCY BASIS, REVIEW THEIR COMMERCIAL ACTIVITIES TO

ASSESS THE IMPACT THAT POSSIBLE CURTAILMENT OF THE PROGRAM MAY HAVE IN TERMS OF MEETING THEIR COMMERCIAL PROGRAM OBJECTIVES. THE DEPARTMENT WOULD APPRECIATE RECEIVING THE RESULTS OF SUCH AN ANALYSIS AS SOON AS POSSIBLE. REPLIES

SHOULD BE FOR USDOC INFO SECSTATE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
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Previous Handling Restrictions: n/a
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Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2937244
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL PROGRAM: FOREIGN BUYER PROGRAM
TAGS: BEXP, XX
To: ATHENS BERN MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/4b9d07ac-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009